REPORT 4
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 422-VIENNA

005-COMM. & INFORM. EQP. & SERV
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
WORKPLACE AUTOMATION	
TO INCREASE CANADIAN COMPANIES' PRESENCE IN THIS MARKET.	ESTABLISHMENT OF NEW BUYING CONNECTIONS AND THEREFORE INCREASE IN SALES.
TO ATTEND INTERNATIONAL EXHIBITION & SYMPOSIA OUTSIDE OF POST TERRITORY.	PERSONAL CONTACTS AND INCREASE IN KNOWLEDGE OF STATE-OF-ART IN THIS SECTOR.
TO INCREASE NUMBER OF PERSONAL CALLS ON POTENTIAL AUSTRIAN CUSTOMERS AND/OR TECHNOLOGY TRANSFER SEEKERS.	INCREASE OF AWARENESS IN CANADIAN CAPABILITIES IN THIS AREA AND CONSEQUENTLY POTENTIAL INCREASES IN SALES.
TELECOMMUNICATIONS (INC SPACE)	
TO INCREASE CANADIAN COMPANIES PRESENCE IN AUSTRIAN MARKET.	NEW BUYING CONNECTIONS, AGENCIES, ETC. HENCE INCREASE IN EXPORTS.
TO ATTEND INTERNATIONAL EXHIBITIONS, SYMPOSIA, CONVENTIONS ETC. OUTSIDE OF POST TERRITORY.	TO ESTABLISH PERSONAL CONTACTS AND INCREASE KNOWLEDGE OF STATE-OF-ART IN THIS SECTOR.
TO INCREASE NUMBER OF PERSONAL CALLS ON POTENTIAL AUSTRIAN CUSTOMERS AND/OR TECHNOLOGY TRANSFER SEEKERS.	INCREASE OF AWARENESS IN CDN CAPABILITIES IN THIS AREA AND CONSEQUENTLY POTENTIAL INCREASE IN SALES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 -----		
QUARTER: 4 -----		